Annual Index of Articles

INFORMATION STRATEGY has published dozens of articles and columns on business technology for strategic business management in the past year. For your convenience, this index lists every article by author and subject.

Author Index

Ain, Mark S. *From Punch In to Payroll Automatically.* Summer 1989, 39–44.

Beatty, James R., Russell, Craig J. & Beatty, Richard W. *Leveraging Labor.* Fall 1989, 16–20.
Beatty, Richard W., Russell, Craig J. & Beatty, James R. *Leveraging Labor.* Fall 1989. 16–20.
Blouch, William E., Smith, Robert D. & Saunders, Gary. *A Strategy for Disaster.* Summer 1989, 4–10.
Bookman, Harvey. *Check Techs Before They Bounce.* Summer 1990, 35–37.
Brand, Irwin M. & Roop, Stephen S. *How Green are Those White Collars?* Summer 1989, 11–15.
Brown, Thomas L. *Harmony of the Components: Who Does What and Why.* Summer 1989, 45.
Burch, John G. *CIO: Indian or Chief?* Winter 1989, 5–13.

Calhoun, Kenneth J. & Lederer, Albert L. *Why Some Systems Don't Support Strategy.* Summer 1989, 25–28.
——. *Automated Objectivity for Subjective Business Decisions.* Fall 1989, 21–25.
Costea, Ileana. *The Struggle for Integration.* Summer 1990, 38–42.

Derks, Richard P. *CIM Planning's Hidden Dangers.* Summer 1989, 31–34.

Edwards, Mark R. *Turning the Appraisals Tables.* Summer 1990, 31–34.

Feder, Terry L. & Jimison, Raymond L. *Why Banks Use EDI to Send Dollars and Data Together.* Spring 1990, 11–15.
Fields, D. Michael & Hogue, Jack T. *Where Should We Put the Store?* Summer 1989, 16–19.
Finkelman, Daniel P. & Goland, Anthony R. *Customers Once Can Be Customers for Life.* Summer 1990, 5–9.
Foster, Gerald D. & Van Tran, Hien. *Maintenance and Money.* Spring 1990, 40–45.
Fox, Bob & Sage, Lee. *Human-Integrated Manufacturing.* Fall 1989, 35–38.
Franclick, Erwin, Friedman, Jacob Y. & Otis, Brian W. *Decision Insurance for an Insurance Insurer.* Spring 1990, 33–39.

Friedman, Jacob Y., Otis, Brian W. & Franclick, Erwin. *Decision Insurance for an Insurance Insurer.* Spring 1990, 33–39.

Goland, Anthony R. & Finkelman, Daniel P. *Customers Once Can Be Customers for Life.* Summer 1990, 5–9.
Gongla, Patricia, Lee, Kyoung-Sang, Sakamoto, J. Gene & Schumann, Matthias. *Predicting a Market's Response.* Winter 1990, 38–44.
Guynes, Jan L., Guynes, C. Stephen & Thorn, Ron G. *Conquering International Boundaries That Restrict the Flow of Data.* Spring 1990, 27–32.
Guynes, C. Stephen, Guynes, Jan L. & Thorn, Ron G. *Conquering International Boundaries That Restrict the Flow of Data.* Spring 1990, 27–32.

Hall, George M. *Know-How Versus Know-When in Systems Integration.* Winter 1990, 22–26.
Hershey, Gerald L. *Up and Down the IS Career Ladder.* Fall 1989, 39–43.
Hogue, Jack T. & Fields, D. Michael. *Where Should We Put the Store?* Summer 1989, 16–19.
Hootman, Joseph T. *Say the Secret Word.* Summer 1989, 35–38.
——. *Identity Authorizes Access.* Winter 1990, 48–50.
——. *You Are What You Prove You Are.* Summer 1990, 50–53.

Jimison, Raymond L. & Feder, Terry L. *Why Banks Use EDI to Send Dollars and Data Together.* Spring 1990, 11–15.

Kanter, Jerry. *New Tools, New Rules.* Winter 1990, 51–54.
Karten, Naomi. *Disasters Begin at Home.* Summer 1989, 29–30.
Killmann, Ralph H. *A Networked Company That Embraces the World.* Spring 1990, 23–26.
Knapp, Jeffrey. *SAA: The Soul of a New System.* Winter 1990, 27–31.
Krebs, Valdis E. *Business Says the M Word.* Winter 1990, 11–18.
Kubilus, Norbert J. *New Systems Selectively Yield New Business.* Fall 1989, 44–47.

Lederer, Albert L. & Calhoun, Kenneth J. *Why Some Systems Don't Support Strategy.* Summer 1989, 25–28.
Lee, Kyoung-Sang, Gongla, Patricia, Schumann,

Annual Index of Articles

INFORMATION STRATEGY has published dozens of articles and columns on business technology for strategic business management in the past year. For your convenience, this index lists every article by author and subject.

Author Index

Ain, Mark S. *From Punch In to Payroll Automatically.* Summer 1989, 39–44.

Beatty, James R., Russell, Craig J. & Beatty, Richard W. *Leveraging Labor.* Fall 1989, 16–20.
Beatty, Richard W., Russell, Craig J. & Beatty, James R. *Leveraging Labor.* Fall 1989. 16–20.
Blouch, William E., Smith, Robert D. & Saunders, Gary. *A Strategy for Disaster.* Summer 1989, 4–10.
Bookman, Harvey. *Check Techs Before They Bounce.* Summer 1990, 35–37.
Brand, Irwin M. & Roop, Stephen S. *How Green are Those White Collars?* Summer 1989, 11–15.
Brown, Thomas L. *Harmony of the Components: Who Does What and Why.* Summer 1989, 45.
Burch, John G. *CIO: Indian or Chief?* Winter 1989, 5–13.

Calhoun, Kenneth J. & Lederer, Albert L. *Why Some Systems Don't Support Strategy.* Summer 1989, 25–28.
——. *Automated Objectivity for Subjective Business Decisions.* Fall 1989, 21–25.
Costea, Ileana. *The Struggle for Integration.* Summer 1990, 38–42.

Derks, Richard P. *CIM Planning's Hidden Dangers.* Summer 1989, 31–34.

Edwards, Mark R. *Turning the Appraisals Tables.* Summer 1990, 31–34.

Feder, Terry L. & Jimison, Raymond L. *Why Banks Use EDI to Send Dollars and Data Together.* Spring 1990, 11–15.
Fields, D. Michael & Hogue, Jack T. *Where Should We Put the Store?* Summer 1989, 16–19.
Finkelman, Daniel P. & Goland, Anthony R. *Customers Once Can Be Customers for Life.* Summer 1990, 5–9.
Foster, Gerald D. & Van Tran, Hien. *Maintenance and Money.* Spring 1990, 40–45.
Fox, Bob & Sage, Lee. *Human-Integrated Manufacturing.* Fall 1989, 35–38.
Franclick, Erwin, Friedman, Jacob Y. & Otis, Brian W. *Decision Insurance for an Insurance Insurer.* Spring 1990, 33–39.

Friedman, Jacob Y., Otis, Brian W. & Franclick, Erwin. *Decision Insurance for an Insurance Insurer.* Spring 1990, 33–39.

Goland, Anthony R. & Finkelman, Daniel P. *Customers Once Can Be Customers for Life.* Summer 1990, 5–9.
Gongla, Patricia, Lee, Kyoung-Sang, Sakamoto, J. Gene & Schumann, Matthias. *Predicting a Market's Response.* Winter 1990, 38–44.
Guynes, Jan L., Guynes, C. Stephen & Thorn, Ron G. *Conquering International Boundaries That Restrict the Flow of Data.* Spring 1990, 27–32.
Guynes, C. Stephen, Guynes, Jan L. & Thorn, Ron G. *Conquering International Boundaries That Restrict the Flow of Data.* Spring 1990, 27–32.

Hall, George M. *Know-How Versus Know-When in Systems Integration.* Winter 1990, 22–26.
Hershey, Gerald L. *Up and Down the IS Career Ladder.* Fall 1989, 39–43.
Hogue, Jack T. & Fields, D. Michael. *Where Should We Put the Store?* Summer 1989, 16–19.
Hootman, Joseph T. *Say the Secret Word.* Summer 1989, 35–38.
——. *Identity Authorizes Access.* Winter 1990, 48–50.
——. *You Are What You Prove You Are.* Summer 1990, 50–53.

Jimison, Raymond L. & Feder, Terry L. *Why Banks Use EDI to Send Dollars and Data Together.* Spring 1990, 11–15.

Kanter, Jerry. *New Tools, New Rules.* Winter 1990, 51–54.
Karten, Naomi. *Disasters Begin at Home.* Summer 1989, 29–30.
Killmann, Ralph H. *A Networked Company That Embraces the World.* Spring 1990, 23–26.
Knapp, Jeffrey. *SAA: The Soul of a New System.* Winter 1990, 27–31.
Krebs, Valdis E. *Business Says the M Word.* Winter 1990, 11–18.
Kubilus, Norbert J. *New Systems Selectively Yield New Business.* Fall 1989, 44–47.

Lederer, Albert L. & Calhoun, Kenneth J. *Why Some Systems Don't Support Strategy.* Summer 1989, 25–28.
Lee, Kyoung-Sang, Gongla, Patricia, Schumann,

Matthias & Sakamoto, J. Gene. *Predicting a Market's Response.* Winter 1990, 38–44.

McDonnell, Edwin D. & Thomas, Paul S. *A Catalytic Systems Conversion.* Summer 1990, 16–19.
McLean, Ephraim R. & Wilkes, Ronald B. *IS Operations Are More Important than Developments.* Fall 1989, 26–29.
Meyer, Gary. *The Best Laid Plans.* Winter 1990, 32–37.
Monger, Rod F. *Quality by Automated Design.* Fall 1989, 5–9.
Murphy, William J. *Automated Service That Generates Sales.* Summer 1990, 45–49.

O'Shea, Timothy J. *A Piecemeal EIS Is Better than No EIS.* Fall 1989, 30–34.
Otis, Brian W., Friedman, Jacob Y. & Franclick, Erwin. *Decision Insurance for an Insurance Insurer.* Spring 1990, 33–39.
Owen, Darrell E. *A Graphic Equalizer for Sophisticated IRM Control.* Summer 1990, 20–24.
Owen, David. *Expect the Worst.* Spring 1990, 46–48.

Parsons, Andrew. *Better Data, Worse Decisions?* Summer 1989, 20–24.
Porter, Philip D. & Westermeier, J.T. *A Consultant's Ignorance Is No Defense.* Winter 1990, 45–47.
Putrus, Robert. *Accounting for Intangibles in Integrated Manufacturing.* Summer 1990, 25–30.

Randall, Dana C., Van Tran, Hien & Wells, W. Craig. *Manufacturers' Inventory Management for Hospitals.* Fall 1989, 10–15.
Roop, Stephen S. & Brand, Irwin M. *How Green Are Those White Collars?* Summer 1989, 11–15.
Rothi, James A. & Yen, David C. *Why American Express Gambled on an Expert Data Base.* Spring 1990, 16–22.
Russell, Craig J., Beatty, Richard W. & Beatty, James R. *Leveraging Labor.* Fall 1989, 16–20.

Sage, Lee & Fox, Bob. *Human-Integrated Manufacturing.* Fall 1989, 35–38.
Sakamoto, J. Gene, Gongla, Patricia, Lee, Kyoung-Sang & Schumann, Matthias. *Predicting a Market's Response.* Winter 1990, 38–44.
Saunders, Gary, Smith, Robert D. & Blouch, William E. *A Strategy for Disaster.* Summer 1989, 4–10.
Schumann, Matthias, Gongla, Patricia, Lee, Kyoung-Sang & Sakamoto, J. Gene. *Predicting a Market's Response.* Winter 1990, 38–44.
Smith, Robert D., Blouch, William E. & Saunders, Gary. *A Strategy for Disaster.* Summer 1989, 4–10.
Sobkowiak, Roger T. *Lean, Not Mean: RIF Management at the Hartford.* Winter 1990, 22–26.

Thomas, Paul S. & McDonnell, Edwin D. *A Catalytic Systems Conversion.* Summer 1990, 16–19.
Thorn, Ron G., Guynes, Jan L. & Guynes, C. Stephen. *Conquering International Boundaries That Restrict the Flow of Data.* Spring 1990, 27–32.

Van Slyke, Richard. *Rust on Wall Street?* Winter 1990, 5–10.
Van Tran, Hien, Randall, Dana C. & Wells, W. Craig. *Manufacturers' Inventory Management for Hospitals.* Fall 1989, 10–15.
Van Tran, Hien & Foster, Gerald D. *Maintenance and Money.* Spring 1990, 40–45.

Wells, W. Craig, Van Tran, Hien & Randall, Dana C. *Manufacturers' Inventory Management for Hospitals.* Fall 1989, 10–15.
Westermeier, J.T. & Porter, Philip D. *A Consultant's Ignorance Is No Defense.* Winter 1990, 45–47.
Westermeier, J.T. *When Your Trade Secret Belongs to Everyone.* Summer 1990, 43–44.
Wilkes, Ronald B. & McLean, Ephraim R. *IS Operations Are More Important than Development.* Fall 1989, 26–29.

Yen, David C. & Rothi, James A. *Why American Express Gambled on an Expert Data Base.* Spring 1990, 16–22.
Young, John A. *An American Giant Rethinks Globalization.* Spring 1990, 5–20.

Subject Index

Books

Harmony of the Components; Who Does What and Why. *Brown, Thomas L.* Summer 1989, 45.

Careers

Manufacturers' Inventory Management for Hospitals. *Van Tran, Hien, Randall, Dana C. & Wells, Craig W.* Fall 1989, 10–15.
Quality by Automated Design. *Monger, Rod F.* Fall 1989, 5–9.

Communications

Conquering International Boundaries That Restrict the Flow of Data. *Guynes, Jan L., Guynes, C. Stephen & Thorn, Ron G.* Spring 1990, 27–32.
Why Banks Use EDI to Send Dollars and Data Together. *Jimison, Raymond L. & Feder, Terry F.* Spring 1990, 11–15.

End-User Computing

Disasters Begin at Home. *Karten, Naomi.* Summer 1989, 29–30.

Executive Productivity

A Catalytic Systems Conversion. *McDonnell, Edwin D. & Thomas, Paul S.* Summer 1990, 16–19.
A Piecemeal EIS Is Better than No EIS. *O'Shea, Timothy J.* Fall 1989, 30–34.

Better Data, Worse Decisions? *Parsons, Andrew.* Summer 1989, 20–24.
The Best Laid Plans. *Meyer, Gary.* Winter 1990, 32–37.
Turning the Appraisals Tables. *Edwards, Mark R.* Summer 1990, 31–34.

Human Resources Management

Check Techs Before They Bounce. *Bookman, Harvey.* Summer 1990, 35–37.
From Punch In to Payroll Automatically. *Ain, Mark S.* Summer 1989, 39–44.
How Green Are Those White Collars? *Brand, Irwin M. & Roop, Stephen S.* Summer 1989, 11–15.
Lean, Not Mean: RIF Management at The Hartford. *Sobkowiak, Roger T.* Winter 1990, 19–21.
Leveraging Labor. *Beatty, Richard W., Russell, Craig J. & Beatty, James R.* Fall 1989, 16–20.
Up and Down the IS Career Ladder. *Hershey, Gerald L.* Fall 1989, 39–43.

Information Resource Management

A Networked Company That Embraces the World. *Kilmann, Ralph H.* Spring 1990, 23–26.
Automated Service That Generates Sales. *Murphy, William J.* Summer 1990, 45–49.
Decision Insurance for an Insurance Insurer. *Friedman, Jacob Y., Otis, Brian W. & Franclick, Erwin.* Spring 1990, 33–39.
IS Operations Are More Important than Development. *McLean, Ephraim R. & Wilkes, Ronald B.* Fall 1989, 26–29.
Know-How Versus Know-When in Systems Integration. *Hall, George M.* Winter 1990, 22–26.
A Graphic Equalizer for Sophisticated IRM Control. *Owen, Darrell E.* Summer 1990, 20–24.
Why American Express Gambled on an Expert Data Base. *Rothi, James A. & Yen, David C.* Spring 1990, 16–22.

Law

A Consultant's Ignorance Is No Defense. *Westermeier, J.T. & Porter, Philip D.* Winter 1990, 45–47.
When Your Trade Secret Belongs to Everyone. *Westermeier, J.T.* Summer 1990, 43–44.

Manufacturing

Accounting for Intangibles in Integrated Manufacturing. *Putrus, Robert.* Summer 1990, 25–30.
CIM Planning's Hidden Dangers. *Derks, Richard P.* Summer 1989, 31–34.
Human-Integrated Manufacturing. *Sage, Lee & Fox, Bob.* Fall 1989, 35–38.
Maintenance and Money. *Foster, Gerald D. & Van Tran, Hien.* Spring 1990, 40–45.
The Struggle for Integration. *Costea, Ileana.* Summer 1990, 38–42.

Security

A Strategy for Disaster. *Blouch, William E., Smith, Robert D. & Saunders, Gary.* Summer 1989, 4–10.
Expect the Worst. *Owen, David.* Spring 1990, 46–48.
Say the Secret Word. *Hootman, Joseph T.* Summer 1989, 35–38.
Identity Authorizes Access. *Hootman, Joseph T.* Winter 1990, 48–50.
You Are What You Prove You Are. *Hootman, Joseph T.* Summer 1990, 50–53.

Strategic Management

Customers Once Can Be Customers for Life. *Finkelman, Daniel P. & Goland, Anthony R.* Summer 1990, 5–9.
An American Giant Rethinks Globalization. *Young, John A.* Spring 1990, 5–10.
Automated Objectivity for Subjective Business Decisions. *Calhoun, Kenneth J.* Fall 1989, 21–25.
New Systems Selectively Yield New Business. *Kubilus, Norbert J.* Fall 1989, 44–47.
Predicting a Market's Response. *Schumann, Matthias, Gongla, Patricia, Lee, Kyoung-Sang & Sakamoto, J. Gene.* Winter 1990, 38–44.
Rust on Wall Street? *Van Slyke, Richard.* Winter 1990, 5–10.
Where Should We Put the Store? *Hogue, Jack T. & Fields, D. Michael.* Summer 1989, 16–19.
Why Some Systems Don't Support Strategy. *Lederer, Albert L. & Calhoun, Kenneth J.* Summer 1989, 25–28.

Technology Trends

Business Says the M Word. *Krebs, Valdis E.* Winter 1990, 11–18.
New Tools, New Rules. *Kanter, Jerry.* Winter 1990, 51–54.
SAA: The Soul of a New System. *Knapp, Jeffrey.* Winter 1990, 27–31.